Chapter 22

Sources of Grants

There are a number of sources for grants. The following list is a sampling of the available grant sources and includes both public and private sources for funding.

Local:

Public Service/Social Organizations (Kiwanis; Lions Club, Rotary, etc.)

Local Businesses (banks, real estate brokers, etc.)

Community Foundations
Many counties in Indiana have a community foundation that collects and invests money for local agencies and returns the interest earned to the local agencies. The Indiana Grantmakers Alliance offers a handy tool for locating community foundations in the state on its web site http://www.indianagrantmakers.org/locator/.

Convention and Visitor Bureaus
The Indiana Economic Development Corporation web site http://www.in.gov/iedc/96.htm provides links to chambers of commerce and convention and visitors bureaus within the state.

Local government

State:

Indiana State Library http://www.IN.gov/library/2704.htm

LSTA mini-grants are available each year. LSTA stands for Library Services and Technology Act. This is a federal grant program administered by the Institute of Museum and Library Services (IMLS) and distributes funds to Indiana through the Indiana State Library. These funds are used for statewide projects as well as competitive grant opportunities. Grant programs vary, but generally include technology, digitization, diversity, and literacy initiatives. Public libraries and schools must certify they are CIPA compliant for LSTA grants.

Indiana Humanities Council
http://www.indianahumanities.org/grants/index.htm

Humanities Initiative Grants may be used for any public humanities program, with participation from a humanities scholar. Eligible projects include workshops, exhibits,

film or book discussions, historical presentations, educational materials development, and more.

Community Development Block Grants
http://www.IN.gov/ocra/2375.htm

These grants for construction come from the Indiana Office of Community and Rural Affairs. Indiana requests federal funds to help rural communities with a variety of projects such as sewer and water systems, community centers, health and safety programs, and many others. These funds help communities improve their quality of life and ensure the health and safety of their citizens. A public library cannot apply for a Community Focus grant, but a town can apply on a public library's behalf.

Federal:

Institute for Museum and Library Services (IMLS)
http://www.imls.gov/applicants/applicants.shtm

The Institute of Museum and Library Services mission is to create strong libraries and museums that connect people to information and ideas. The Institute works at the national level and in coordination with state and local organizations to sustain heritage, culture, and knowledge; enhance learning and innovation; and support professional development.

IMLS provides step-by-step assistance for grant applicants. They can download a guidebook for 2009 grants or the search for grant program that best matches their project. Contact information for program officers who can provide assistance is also available.

New for 2009 is the American Heritage Preservation Program providing up to $3,000 for conservation projects. This new public-private partnership will fund the preservation of endangered and fragile art works, rare books, scientific specimens, and historical documents (photographs, maps, deeds, etc.) held in small and medium-sized museums, archives, and libraries. Application guidelines instructions are available at www.imls.gov/collections/grants/boa.htm.

National Endowment for the Humanities (NEH)
http://www.neh.gov/grants/grants.html

The National Endowment for the Humanities (NEH is an independent grant-making agency of the United States government dedicated to supporting research, education, preservation, and public programs in the humanities.

National Trust for Historic Preservation Endowment
http://www.preservationnation.org/resources/find-funding/

The Trust's National Preservation Endowment offers several types of financial assistance to nonprofit organizations, public agencies, for-profit companies, and individuals involved in preservation-related projects. In 2005, through the National Preservation Endowment, the National Trust provided almost $17 million in financial assistance and direct investment to support preservation in cities, towns, and rural areas all over the United States. Generally, financial assistance available to restore historic buildings and homes can be divided into the three categories: historic home, commercial and nonprofit.

Foundations:

AT&T ASPIRE: Connecting Our Youth
http://www.att.com/gen/corporate-citizenship?pid=11546

AT&T Aspire is a $100 million initiative to address high school success and college and workforce readiness. This program is AT&T's most significant education initiative to date and one of the largest corporate commitments ever to address high school success and workforce readiness.

Dekko Foundation
http://www.dekkofoundation.org

Dekko Foundation accepts grant applications from community organizations that build a foundation of economic freedom in young people. A major focus is early childhood development. Applicants must be located in the following counties of northeast Indiana: DeKalb, LaGrange, Kosciusko, Nobel, Steuben and Whitley.

Dollar General Literacy Foundation
http://www.dollargeneral.com/Community/Pages/GrantPrograms.aspx

The Dollar General Adult Literacy Grants award funding to non-profit organizations that provide direct service to adults in need of literacy assistance. Organizations must provide assistance in one of the following instructional areas: Adult basic education, General education diploma preparation, and English for speakers of other languages.

W.K. Kellogg Foundation
http://www.wkkf.org/

The web site provides detailed information about what the foundation funds and does not fund, how to apply, along with information on previously funded grant

projects. The focus of the grant program has shifted to provide support for U.S. youth who are "growing up in poverty."

Literacy Empowerment Foundation (LEF)
http://LEFbooks.org
Distributes books free of charge for literacy programs.

Lowe's Charitable and Educational Foundation Grants
http://www.lowes.com/lowes/lkn?action=pg&p=AboutLowes/Community

Lowe's Charitable and Educational Foundation awards more than $4.5 Million annually to individuals and organizations across the United States. Founded in 1957, the Foundation's primary philanthropic focus areas include K-12 public schools and non-profit community-based organizations. Lowe's only considers requests from 501(c)(3) organizations and only accepts grant applications submitted via online application.

Praxair Foundation
http://www.praxair.com

The Praxair Foundation supports non-profit organizations primarily in the communities where Praxair operates. The level of support varies depending upon the nature of the project and how closely it fits with Praxair Foundation guidelines. Public Libraries may apply for funds through Praxair's "Library Links" program which assists libraries in upgrading their technology, sponsoring summer reading programs and literacy courses, refurbishing meeting rooms, or initiating innovative programs.

Target
http://sites.target.com/site/en/corporate/page.jsp?contentId=PRD03-004090

Target Store Grants support your local community. Targeted areas are arts and culture related programs and early childhood reading. The 20087 grant application deadline has passed. Go to the web site between March 1 and May 31, 2009 to apply for a grant.

Verizon Foundation
http://foundation.verizon.com/grant/index.shtml

Organizations seeking grants must actively support programs that address the Verizon Foundation's focus areas of education, literacy, domestic violence prevention or technology for healthcare and healthcare accessibility. The web site contains an eligibility quiz to determine if you may apply for a grant.

The Wallace Foundation
http://www.wallacefunds.org/GrantsPrograms/

Funding areas are focused on three areas: strengthening educational leadership in ways that significantly improve student achievement; helping selected cities make high-quality out-of-school learning opportunities available to many more children; and making the arts a part of many more people's lives by working with arts organizations, schools and other providers of arts education and experience to build both present and future arts audiences.

In most cases, we identify and evaluate prospective grantees through the issuance of Requests for Proposals or other careful screening processes. Unsolicited proposals are rarely funded. Organizations may send a one- to two-page letter of inquiry.

Wal-mart
http://www.walmartfoundation.org

The cornerstone of the Wal-Mart community involvement effort is our Community Grant program. The four areas of focus are: Education, Health, Job Skills Training, and Sustainability. All requests for funding must be directed to the Community Involvement Coordinator at your local Wal-Mart store, Sam's Club, Neighborhood Market or Distribution Center.

Resources to locate grants:

Grants.gov
http://www.Grants.gov

Grants.gov is a central storehouse for information on over 1,000 grant programs and access to approximately $400 billion in annual awards. Searching for grant applications does not require registration. Once registered at this site, you may apply online for any federal grant. Online assistance with the application process is available.

The Foundation Center
 http://www.fdncenter.org

The Foundation Center is an independent nonprofit information clearinghouse. The Center's mission is to foster public understanding of the foundation field by collecting, organizing, analyzing, and disseminating information on foundations, corporate giving, and related subjects. The Foundation Center operates libraries at five locations. It also operates more than 200 Cooperating Collections across the country. The foundation Center collections can be found at the following libraries in Indiana:

Anderson Public Library
111 E. 12th Street
Anderson IN 46016
(765) 641-2456

Allen County Public Library
Paul Clarke Nonprofit Resource Center
900 Library Place
Ft. Wayne 46802
(219) 421-1238

Evansville Vanderburgh Public Library
200 SE Martin Luther King Jr. Blvd.
Evansville 47708
(812) 428-8200

Indiana University Northwest Library
3400 Broadway
Gary 46408
(219) 980-6582

Indianapolis Marion County Public
Library
Central Library
40 E. St. Clair Street
Indianapolis 46204
(317) 275-4100

Monroe County Public Library
303 E. Kirkwood Ave.
Bloomington 47408
(812) 349-3050

Muncie Public Library
2005 S. High Street
Muncie
(765) 747-8204

Valparaiso University
The Christopher Center for Library &
Information Resources
1410 Chapel Drive
Valparaiso 46383
(219) 464-5364

Vigo County Public Library
1 Library Square
Terre Haute 47807
(812) 232-1113

Carnegie Public Library
300 W. Main Street
Washington IN 47501
(812) 254-4586

The Indiana Grantmakers Alliance
http://www.indianagrantmakers.org/resources/grantseeking.cfm

The Indiana Grantmakers Alliance is a membership organization of grant making staff and Board members. It maintains *The Directory of Indiana Grantmakers* that profiles over 1,400 foundations that have been known to fund in Indiana. The Directory provides grants and scholarship information and is designed to inform individuals on the grant dollars that are available and how to apply for them. You must be a member to use the online version of the directory.

Grant Writing

Basic tips for the first time applicant:

1.   Ask for advice. Start on the application well before the deadline. Take advantage of the granting organization program officer. Ask colleagues to review the application and offer suggestions.

2.   Identify projects that would be of benefit to your organization before looking for grants. Ways to do this include: conducting a meeting of stakeholders and brainstorm; create a file of ideas submitted by staff and patrons; solicit ideas from the public. Determine what ideas would be most suitable for grant funding. Be ready when funding opportunities arise instead of reacting to announcements of available grants.

2.   Locate grant-making organizations with goals that match your project. Using various tools listed above, identify grantors who fund projects similar to your proposed project.

3.   Research the grant opportunity. Read the guidelines to determine if the project fits with the mission of the granting organization and if there are any restrictions that may prohibit you from accepting the funds. Learn about previous grants awarded by the organization. Determine the funding limits; and if the amount of money being offered will cover the costs for your project.

4.   Follow the instructions provided by the grant-maker. Check deadlines. Answer all the questions and include all the necessary parts of the proposal or application when submitting it.

5.   Don't give up if an application isn't funded. If possible, ask for reasons why the grant application was refused. Ask about any opportunities for resubmitting the grant. Consider other funding sources.

6.   New applicants make two common mistakes. One is including too little detail about proposed project and insufficient justification for the significance of the problem. Another is proposing more work than can be reasonably done during the grant period.

7.   Think like a reviewer. One of the best ways to learn how to write a grant is to participate on a grant review committee. Organizations that offer publicly-funded grants are always looking for individuals willing to assist in grant review.

Workshops/Classes

General sources for workshops:
     Professional organizations
     United Way of Indiana
     Colleges/universities

Webjunction Indiana http://in.webjunction.org/ offers a free, online course called "WebJunction's Fundraising for Libraries"   Attendees learn how to plan and manage a library fundraising campaign.

Other organizations that host trainings in grant writing and grant seeking include:
This list is for informational use. It does not imply an endorsement or any kind.

> The Center on Philanthropy at Indiana University
> http://www.philanthropy.iupui.edu
>
> The Foundation Center
> http://www.fdncenter.org/learn/training.html
> Indiana Association of United Ways
> http://www.iauw.org
>
> Indiana Nonprofit Resource Network
> http://www.inrn.org

The Indiana Grantmakers Alliance maintains a list of organizations providing training
http://www.indianagrantmakers.org/calendar/grantseeker_training.cfm

Resources

Printed Resources:
The Indiana State Library has publications that describe grant writing procedures
and some that list grant sources.

The Art and science of grant writing. Center for Faith-Based and Community
    Initiatives (United States. Dept of Housing and Urban Development) [2006].

Barbato, Joseph and Danielle S. Furlich. *Writing for a good cause: the complete
    guide to crafting proposals and other persuasive pieces for nonprofits.* NY:
    Simon & Schuster, 2000.

The Big Book of Library Grant Money 2004-2005. Prepared by the Taft Group for
    American Library Association. Chicago: ALA, 2006.

Brewer, Ernest W. *Finding Funding*: *Grantwriting from start to finish, including
    project management and internet use.*   Thousand Oaks, CA: Corwin Press,
    2001. check date (1998?)

Brown, Larissa Golden and Martin Brown*.   Demystifying grant seeking: what you
    really need to do to get grants.* 4th edition. San Francisco: Jossey-Bass.
    2001.

Carlson, Mim. *Winning grants step by step: the complete workbook for planning, developing, writing, successful proposals.* 2nd edition. San Francisco: Jossey-Bass. 2002.

Clarke, Cheryl. *Storytelling for Grantseekers: the guide to creative nonprofit fundraising.* San Francisco: Jossey-Bass. 2001.

Coley, Soraya M. *Proposal writing.* Thousand Oaks, CA: Sage Publications. 2000

Directory of Indiana Grantmakers. Indianapolis, Indiana: Grantmakers Alliance, 2004.

Directory of computer and high technology grants. 4th edition. Loxahatchee, FL: Research Grant Guides, Inc., 1999.

The Foundation Center's guide to grantseeking on the web. [electronic resources]. NY: The Center, 2002.

Geever, Jane C. *The Foundation Center's guide to Proposal Writing.* NY: Foundation Center, 2001.

Gerding, Stephganie and Pamela H. MacKellar. *Grants for Libraries: a how-to-do-it manual.* NY:Neal-Schuman, 2006.

Hall-Ellis, Sylvia D. *Grants for School Libraries.* Westport, Conn.: Libraries Unlimited, 2003.

Hayes, Lisa, Don Hoffman, and Denise Lamoreaux, ed. *Winning Strategies for developing grant proposals.* Washington, DC: Government Information Services, 1999.

Indiana Department of Commerce. "Grant Writing Tips." *Grants Management Quarterly:*
    A Quarterly Update from the Indiana Department of Commerce. Indiana Department of Commerce, 1: 5.
    http://www.state.in.us/doc/publications/grants_mgt_qtrly.html

Karsh, Ellen and Arlen Sue Fox. *The only grant-writing book you'll ever need.* New York : Carroll & Graf ; [Berkeley, Calif.] : Distributed by Publishers Group West, 2003.

Marshall, Maria I., Aaron Johnson, and Jean Fulton. *Writing a successful grant proposal.* Purdue University Cooperative Extension Service [2006]

Miller, Patrick W. Grant-*writing: strategies for developing winning proposals.* 2002 [Munster, IN]: P.W. Miller, c2002.

Pandora, Cherie Pettit. "Grantwriting made easy". *Ohio Media Spectrum* 53 no2/3/4/ (Summer-Fall 2001) 5-10.

Quick, James Aaron. *Grant seekers budget toolkit.* NY: John Wiley, 2001.

Wason, Sara. D. *Webster's new world. Grant writing handbook.* Wiley, c2004.

Weinstein, Stanley. *The complete guide to fundraising management.* NY: J. Wiley, 2002.

Writing the winning grant proposal for Libraries. Thompson West, 2005.

Ziarnik, Natalie Reif. *School & public libraries: developing the natural alliance.* Chicago: American Library Association, 2003.

Online Resources:

The Downing Foundation Guide for Grantseekers
 http://www.jcdowning.org/resources/generalguide.htm
Streamlined explanation of grantwriting's basic principles, from establishing objectives to documenting your case.

The Foundation Center
http://www.fdncenter.org/onlib/shortcourse/prop1.html
http://www.fdncenter.org/onlib/shortcourse/prop2.html
The Foundation Center provides online training exercises as well as information on upcoming grants administration training courses and seminars. The above links will take you to the free online class.

Grant Proposal.com
http://www.grantproposal.com
Grantproposal.com provides free resources on grant writing for nonprofit organizations.

Grants for Nonprofits: Libraries
www.lib.msu.edu/harris23/grants/2lib.htm
Grants for Nonprofits: Libraries is a compilation of web pages and books of potential interest to nonprofit organizations seeking funding opportunities related to libraries.

GRANTwritersonline
http://www.grantwritersonline.com/
Web site provides a good overview of writing a grant proposal. Topics discussed include: components of a grant proposal, financial statements for grants,

grantwriting mistakes, tips on writing a grant proposal, grant application checklist, and grant proposal and financial samples.

Institute for Museum and Library Services
http://www.imls.gov/applicants/applicants.shtm
IMLS has created an online resource for grant applicants that includes a tutorial in project planning and sample applications.

The Kellogg Foundation
http://www.wkkf.org/default.aspx?tabid=112&NID=196&LanguageID=0
These toolkits outline the essential elements for building effective communication, evaluation, and public policy programs. They have been created primarily for Kellogg Foundation grantees, but can be adapted for general use.

Minnesota Council on Foundations
http://www.mcf.org/mcf/grant/writing.htm
These tips on Writing a Successful Proposal from the Minnesota Council on Foundations includes answers to common questions, such as "What happens to my proposal after it reaches the grantmaker?" and "What should I do if my proposal is rejected?"

Paladin Group on Writing Proposals
http://www.silcom.com/~paladin/promaster.html
Outlines the standard components of a full proposal, including the budget and attachments.

Shaping Outcomes – Online course in Outcomes Based Evaluation
http://www.shapingoutcomes.org/course/index.htm
Shaping Outcomes was developed through a cooperative agreement between the Institute of Museum and Library Services (IMLS) and Indiana University Purdue University Indianapolis (IUPUI). It was created by faculty from the Museum Studies Program and English Department of the IU School of Liberal Arts and faculty of the School of Library and Information Science at Indiana University-Indianapolis with the assistance of other faculty, graduate students, and staff of IUPUI.

University of Pittsburgh Office of Research
http://www.pitt.edu/~offres/propwriting.html
http://www.pitt.edu/~offres/proposal/propwriting/websites.html
The web site offers basic advice on writing a proposal along with links to other web sites offering assistance. If you explore the web site, you will find other tools to assist with locating grant opportunities and preparing grant applications.